Quick Chek Food Stores
RJR Private Label Program 1996
COURIER

- Off Invoice Allowance Change- Option to increase to $2.00 off per carton.
  - Allows ability to be more competitive in marketplace.
  - Still enables accrual of $.30 per carton to run promotions.
- Share of Savings Category Bonus (change from 1995)

1995	Payout/Carton	1996	Payout/Carton
35-74%	$ .25	35-49%	$ .25
----	-----	50-74%	$ .35
75% +	$ .50	75% +	$ .50

Note: RJR Share of Savings in Quik Chek 2nd half 1995: 77%

Source: https://www.industrydocuments.ucsf.edu/docs/jpky0000

Quick Chek Food Stores
RJR Private Label Program 1996
COURIER

- DORAL/Private Label Partnership
  - Available when Retailer has a RJR Private Label Brand, and RJR Package (Level II) Contract
  - Payment made semi-annually based on all cartons of DORAL purchased during each period.

Share/Savings	Payment Per Carton of Doral
35-49 %	$ .00
50-74%	$ .35
75%+	$ .50

1995 - 18,209 (TNS DORAL
$9,104.50

Note: RJR Share of Savings in Quik Chek for 2nd half 1995: 77%

Source: https://www.industrydocuments.ucsf.edu/docs/jpky0000